MEWSNEWS

CHRISTMAS 2018 AND NEW YEAR 2019



Produced by

LUROT BRAND

EST 1971

THE ARTIST JANEK JANIKOWSKI

Its been almost two years since we began commissioning cartoons for our Mews News covers and everyone seems to love them.

So much so that some customers have complained they have missed some of the series so we decided to publish them all in this Christmas edition.

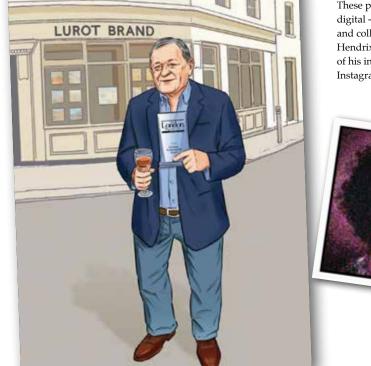
Some have been political others not so much but all have been beautifully rendered by a friend, London based artist, Janek Janikowski.

THE PERSON NAMED IN

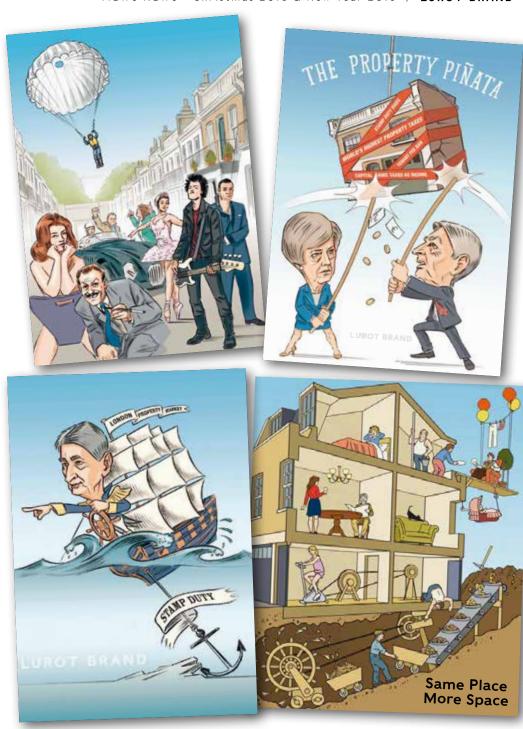
Janek is an incredible talent, and although he finds drawing our cartoons fun, his usual works are far more diverse in both medium and subject. Since graduating from The Chelsea School of Art, Janek has divided his time between working for advertising agencies and producing art inspired by popular culture. His current work focuses on highly intricate portraits made from thousands of



pieces of individually holepunched pieces of paper (chads). These portraits mix analogue and digital - a marriage of pointillism and collage. (See detail of Jimmy Hendrix). You can view more of his incredible portraits on Instagram @planetjanek.







"BUY ON THE SOUND OF CANNONS, SELL ON THE SOUND OF TRUMPETS"

NATHAN ROTHSCHILD.1810 WHO'S MOVING IN 2019

At the end of each year we publish articles in Mews News reviewing the last twelve months and predictions for what to expect over the coming year.

To do this we scrutinise information gleaned from dozens of sources including the Land Registry, Rightmove, Lonres, Dataloft, www.gov.co.uk, the press, and of course our own results. The aim being to help our customers make the right decisions in the following year. This year we realised the futility

of doing so. While writing this we are just days away from the 11th December, when the House of Commons will deliver its verdict on Theresa May's Brexit deal. The way her party is behaving, we have no idea of the outcome so there is little point in describing the possible outcomes of possible outcomes.

All markets abhor uncertainty and uncertainty is all we currently have, so it is safe to say that during 2019 the transactions will be between sellers with a need to sell and:

1. Upsizers, This is the perfect market to upsize as the percentage discount you will lose on your

sale will be far less than the size of the discount you will gain on your purchase.

- **2. Long term investors** taking advantage of a momentarily depressed market and the weak pound.
- **3. Ex-pats**, have often been priced out of the London market while living abroad. Now they can buy back in, advantageously, with their stronger foreign currency and lack of chains.
- **4. Gifters.** We are seeing an increase in buyers of all ages being financed by relatives wanting to avoid death duties by gifting equity to their children at a time when London is looking cheap.



5. Developers. The Stamp Duty increases ruined developer's margins for the last few years however, with recent price corrections they are seeing value and are buying again.

6. The contrarian investor. Baron Rothchild made a fortune during and after the Battle of Waterloo which the title of this article reflects. He also announced

that "the time to buy is when there

is blood on the pavement...even when it is your own". Given what is going on in the econo-political landscape I would say this is a most apt piece of advice.

This is of course a moment in time. It has been reported that the fall in property sales has meant that up to 6,000,000 people are living in the wrong home. Once confidence returns, we should see a surge in

transactions from this backlog. It must be remembered that, due to inflation and population pressures, house prices in the capital will always trend upwards with the odd correction when prices get a little ahead of themselves.

Or put more concisely:

"In property, what goes down must come up"

James Robinson 2019

TURN VOID INTO VALUE

Mid 2017 our property management department was asked to project manage a refurb in Princes Mews. That was the beginning of our now established project management and refurbishment department.

Since our first project we have done more than 10 and we are very proud of the results. Every single one of our letting's refurbishments was let within the project length. We have realized that potential tenants feel reassured when they walk into a house that is being redecorated or has recently had work done. It sends a message, the landlords who will do work care about their property and so the tenants will have a smooth tenancy.

We have done everything from full refurb to cosmetic decorative works, plumbing works, new kitchens, etc. These are small changes that anyone can do to improve a property and its value, and we can proudly say that we understand what a potential tenant looks for.

Not only we have managed to get properties let almost void free but also, we work on improving the yields and returns on your property.

Lurot Brand manages long-term tenancies, 15 years long in some cases, and as good as a tenant can be, every house will need a refurbishment after 15 years. The best way to go about it is to start preparing in advance and work on the costs and strategy prior to the end of that tenancy. With that in mind, landlords can be ready

to start works the day after the tenancy ends and turn that void period into an actual value-adding period.

We work alongside the lettings and sales department and we take into consideration their comments and feedback. In that way we can use valuable viewing feedback to add to our works and improve the property.

We have also worked with several sales properties to enhance their value prior to becoming "live" on the market. The results is vey similar as in lettings and it is one worry less for potential buyers.



"THE PROPERTY MARKET" DOES NOT EXIST

It is frustrating for estate agents to be asked the perennial question "how's the property market?" for there is no such thing.

The country is made up of hundreds, if not thousands of property markets all with their own local socio-economic factors. If the government is to use taxation to control "the property market" then it should be tailored and implemented within a framework, at local government level, by the people who know what their regions require.

For example, the tax policies disincentivising rental investors to buy properties, to allow first-time buyers to compete, can only be counterproductive to the university towns relying on them. Similarly, the proposal that tenancies should be a minimum of 3 years would benefit long term tenants but be ruinous to these same students and to the entire London rental market. Many home owners rent their houses for a year or two, when posted abroad, to foreign nationals who have been posted here. This policy would leave properties empty and our capital bereft of rental stock and the tax revenue it generates.

Our lettings departments adhere to 145 individual laws and over 400 regulations. With the loss of mortgage tax relief we are seeing many landlords selling up. These instructions are making up a large percentage of the properties offered for sale however, what will replace them? After all London needs them.

Few industries are so regulated, taxed and interfered with. We have

seen an ever evolving 'make and mend' attitude to our industry with the implementation of laws which fix a leak but spring a plank to a point where, in Prime Central London, Stamp Duty has taxed the number of house sales to a level that is around 75% lower than during the Financial Crises of 2008. Transactions have fallen 34.8% from 250,000 to 163,400 over the last four quarters with tax revenues dropping 25.1% from £2.61 billion to £1.95billion (Data: LCP).

Stamp Duty

Its arguable' that London millionaires should shoulder a higher level of tax (39% of all raised) however, when these transactions dry up so does the income for the little people. The surveyors, photographers, floor planners, mortgage & insurance brokers, solicitors, removal men, painters and decorators and estate agents none of whom earn so the chancellor loses the potential corporation tax, income tax, PAYE, National Insurance, pensions contributions and VAT that each transaction would have generated.

Reducing investor appetite for high value London properties will not free up homes for the domestic property market. I have calculated that if we returned to the transaction levels, when Stamp was just 1%, the VAT alone on the estate agents' fees would raise £150,000,000.

Stamp Duty revenue announcements are meaningless unless the losses to these ancillary revenues are considered otherwise it is like a balloon being pressed at one end, it only appears bigger from the other end.

Within the industry these property taxes are viewed as vote winning tactical ploys and are utterly at odds with Arthur Laffer's famous curve.

Planning

In 2015 the population of central London returned to the 1939 level of 8,610,000 and is currently around 8,788,000. We have built vast amounts of housing since then, so it could be argued that the 'London housing crisis' is actually just Londoner's reluctance to live in multi-generational homes as they did back then and with new builds being sold for a 30% premium I can't see us building our way out of this problem. London's Riverside developments are a prime example of this where foreign consortiums were given planning to build tens of thousands of flats, built to designs suiting the tastes of foreign property investors who bought them off plan at property fairs.

Ironically these investors are now being disincentivised by the government's tax on foreign rental investors so what was the housing strategy there? The end-product neither satisfies the demands of London's burgeoning population nor the tastes, or pockets, of the average Londoner, so they remain empty.

Given that we have to sell them, estate agents should be consulted earlier, via the National Association of Estate Agents, as we know what sells. When new builds become second-hand, they rarely fulfil the developers promises of rent or resale value.

We are the property experts, not the government, so maybe Westminster should treat us as part of the solution rather than the problem and consult with us.









SW7

ELVASTON MEWS

£5,250,000

An immaculately presented mews with a top of the range 5 car garage, 2 lovely terraces, generous open plan kitchen, dining and reception room and a very spacious 2 double bedrooms with 2 further bathrooms, one being the master ensuite. This property is for a buyer who needs secure space for a collection of the world's finest automobiles, and would benefit from an immaculate mews maisonette above. Freehold, 2 Bedrooms, 2 Reception Rooms, 3 Bathrooms, Roof Terrace, Balcony, Period, Modern, Resident Parking, Garage, Double Garage, Very Good decoration.











STANHOPE MEWS EAST

£4,950,000

Refurbished with a meticulous eye for detail, this is a truly exceptional freehold mews house boasting one of the most luxurious interiors ever seen in mews. With generous proportions in all the rooms this property is set up for entertaining and enjoying. One of the Highlights for this property is the roof terrace with an open fire lit seating area, BBQ and Jacuzzi.

Freehold, 3 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Roof Terrace, Period, Modern, New, Resident Parking, Very Good decoration.

THE LATEST MEWS PROPERTIES FOR SALE

















QUEENSBERRY MEWS WEST

£4,000,000

A two story circa 2000sqft, 3-bedroom, 3-bathroom mews in the heart of South Kensington. With a contemporary interior finished to the highest standard. Cathedral ceilings in the living area upstairs are a fantastic feature highlighted by excellent lighting design. Also features a terrace and a generous garage. Freehold, 3 Bedrooms, 2 Reception Rooms, 3 Bathrooms, Roof Terrace, Period, Resident Parking, Garage, Very Good decoration.























SUSSEX MEWS WEST

£3,250,000

Recently redeveloped throughout, this generous 5 bedroom mews has a spectacular roof terrace and plenty of space. Being meticulously completed the redesign balances both beautiful light and airy rooms with functional spaces brilliantly.

Freehold, 5 Bedrooms, 2 Reception Rooms, 3 Bathrooms, Roof Terrace, Period, New, Resident Parking, Very Good decoration.











BATHURST MEWS

£3,150,000

Behind the doors of the traditional looking exterior this clever three bedroom house boasts a surprisingly modern interior with one of the highest levels of finish we have ever seen. The extras list includes a very spacious garage and comfortable cinema room with mini bar.

Freehold, 3 Bedrooms, 2 Reception Rooms, 3 Bathrooms, Patio, Period, Garage, Very Good decoration.















GARDEN MEWS

£2,999,995

This sweet house nestled in this very private location has recently undergone a full refurbishment and is now presented in excellent condition whilst still maintaining the charm of the original house. Comes with two roof terraces as well as a secure integrated garage for complete convenience.

Freehold, 3 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Roof Terrace, Garage, Very Good decoration.











HYDE PARK GARDENS MEWS

£2,950,000

New to the market, a highly sought after I528sqft, three double bedroom house on the area's most sought after mews street. This property has been refurbished for a move in, however, should you wish this property has this year secured full planning permission for an additional mansard roof extension.

Freehold, 3 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Roof Terrace, Period, Resident Parking, Garage, Good decoration.











PRINCES MEWS

£2,795,000

A beautiful three bedroom Mews house newly refurbished just three years ago. An indulgent master bedroom suite and two further good sized bedrooms and bathrooms is the perfect layout for a house this size. The house also comes with access to Princes Garden Square.

Freehold, 3 Bedrooms, I Reception Room, 3 Bathrooms, Period, Resident Parking, Very Good decoration.









drooms, 2 Reception Rooms, 3 Bathrooms, Basement, Ground

Floor, First Floor, Upper Floor, Period, Resident Parking, Mews Parking, Very



THE LATEST MEWS PROPERTIES FOR SALE











DUNSTABLE MEWS

£2,750,000

A stunning and completely renovated Marylebone Village Mews. This property has been meticulously refurbished and boasts beautiful lighting design which highlights the fantastic proportions of this 2-bedroom, 2 bathroom mews brilliantly. In addition, the property has added benefit of a lease on 2 connecting garages that are Circa £5200/year each.

Leasehold II 9 years 9 months, 2 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Balcony, Period, Garage, Very Good decoration.









COLEHERNE MEWS

£2,750,000

A fantastic 4 bedroom mews house with a beautiful and impressive 1st floor open-plan Kitchen, Dining and Reception room. The property benefits from lots of lateral space, plenty of natural light and has been recently renovated to a high degree, making it perfect for anyone looking to move straight in.

Freehold, 4 Bedrooms, 2 Reception Rooms, 3 Bathrooms, Period, Resident Parking, Garage, Very Good decoration.















ENSOR MEWS

£2,195,000

A brand new, beautifully designed, top of the range, 2 bedroom mews in this highly sought after South Kensington street. This house has been finished to exacting standards and is presented in exceptional condition. Incredibly quiet, beautifully finished and perfectly formed.

Freehold, 2 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Period, Modern, Resident Parking, Very Good decoration.





THE LATEST MEWS PROPERTIES FOR SALE











VICTORIA GROVE MEWS

£2,150,000

This house is currently I300sqft over two floors and comes with approved planning permission for a basement that would take it to approx I800sqft There are two bedrooms both with ensuite bathrooms and a huge third bedroom currently used as an epic first floor living room. Four windows across the house is wider than most mews of its size and it also has a large garage.

Freehold, 2 to 3 Bedrooms, 2 Reception Rooms, 2 Bathrooms, Period, Resident Parking, Garage, Good decoration.















HEAD'S MEWS

£1,750,000

A private gravelled mews in the heart of Notting Hill, this property has the unusual benefit of a lovely south facing garden off the conservatory. With accommodation flexible to include up to 3 bedrooms this house is the perfect pied-a-terre for those looking to be in such a desirable location. It also has a private parking

Freehold, 3 Bedrooms, I Reception Room, 2 Bathrooms, Garden, Modern, New, Resident Parking, Mews Parking, Good decoration.















THE LATEST MEWS PROPERTIES FOR SALE







A superbly presented three-bedroom mews house set in a small gated development. The property boasts three bedrooms, two bathrooms, a Mark Wilkinson kitchen, dining room, reception, patio and integral garage. Freehold, 3 Bedrooms, 2 Reception Rooms, 2 Bathrooms, House, Mews. Garden, Patio, Period, Modern, Resident Parking, Off Street Parking, Good







BILLING PLACE

This end of terrace, gem of a house has 5 aspects meaning an abundance of natural light in all rooms. A defining feature of this property is on the garden level where the open plan kitchen looks out through stunning sliding glass doors to a larger than most garden. Also comes with the added benefit of Planning permission to extend the internal area on the garden level by circa 200sqft.

Freehold, 2 Bedrooms, 2 Reception Rooms, I Bathroom, House, End of Terrace, Garden, Patio, Resident Parking, Off Street Parking, Very Good decoration













RAINSFORD STREET

£1,700,000

A beautiful and well proportioned 3 bedroom mews house on this private street in Paddington. Developed as one of three houses this property has been meticulously finished and designed maximising the space and light in each room. In addition to this the property benefits from free parking outside the house.











ANCHOR MEWS

£1,500,000

Well positioned at the end of a private gated mews, this spacious house with vaulted ceilings offers very lateral accommodation. With large windows at the front and rear the property, the house benefits from a wealth of natural light and views over adjacent gardens. In addition, the property has a separate private garage.

Share of Freehold, 4 Bedrooms, I Reception Room, 2 Bathrooms, Garage, Fair decoration.











WAVEL MEWS

£1,200,000

Owners of this classic mews will be able to enjoy its indulgent roof terrace that extends to almost the full footprint of the house. Inside, the house has been recently upgraded to an impressive modern standard making it a fantastic turn key solution.

Freehold, 2 Bedrooms, I Reception Room, 2 Bathrooms, Roof Terrace, Period, Very Good decoration.

















Also available...

Wilton Mews, SWI	£24,750,000	6 beds
Grosvenor Crescent Mews, SWI	£17,500,000	4 beds
Eaton Mews South, SWI	£11,250,000	5 beds
Grosvenor Crescent Mews, SWI	£9,150,000	4 beds
Powis Mews, WII	£8,500,000	3 beds
Princes Gate Mews, SW7	£7,650,000	4 beds
Belgrave Mews West, SWI	£6,600,000	3 beds
Pont Street Mews, SWI	£6,500,000	3 beds
Hays Mews, WI	£6,195,000	3 beds
Eaton Mews North, SWI	£6,000,000	3 beds
Lyall Mews, SWI	£5,750,000	4 beds
Calbon Mews, SWI	£5,700,000	6 beds
Wimpole Mews, WI	£5,500,000	3 beds
Wilton Mews, SWI	£5,350,000	3 beds
Ennismore Mews, SW7	£5,000,000	4 beds
Marylebone Mews, WI	£4,750,000	3 beds
Hays Mews, WIJ	£4,500,000	4 beds
Cambridge Place, W8	£3,950,000	3 beds
Montpelier Mews, SW7	£3,950,000	4 beds
Bathurst Mews, W2	£3,750,000	3 beds
Radnor Mews, W2	£3,750,000	4 beds
Leinster Mews, W2	£3,650,000	3 beds
Holbein Mews, SWI	£3,500,000	3 beds
Queens Mews, W2	£3,300,000	4 beds
Bentinck Mews, WI	£3,250,000	3 beds
Albert Terrace Mews, NWI	£3,000,000	4 beds
Eaton Mews West, SWIW	£2,950,000	4 beds
Boyne Terrace Mews, WII	£2,895,000	4 beds
Chester Close North, NWI	£2,850,000	4 beds
Chesham Mews, SWI	£2,650,000	3 beds
Lancaster Mews, W2	£2,650,000	2 beds
Bridford Mews, WIW	£2,600,000	3 beds
Ladbroke Terrace, WII	£2,550,000	3 beds
Logan Mews, W8	£2,450,000	4 beds
Clifton Hill, NW8	£2,250,000	3 beds
Ladbroke Walk, WII	£2,250,000	3 beds
Craven Hill Mews, W2	£2,250,000	4 beds
Bridford Mews, WI	£2,200,000	3 beds
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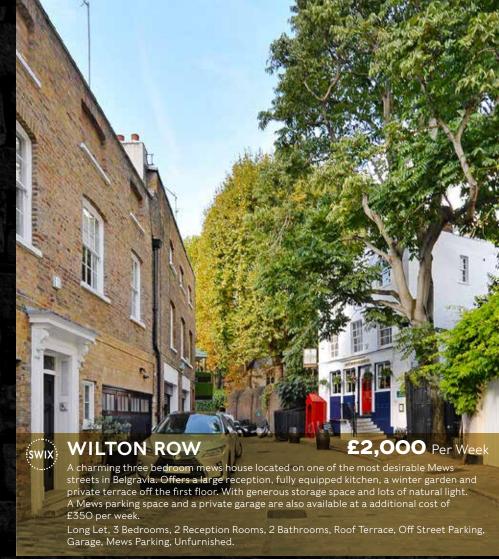
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Whittlebury Mews East, NWI	£2,100,000	3 beds
Elms Mews, W2	£2,000,000	2 beds
Holland Park Mews, WII	£2,000,000	2 beds
Randolph Mews, W9	£1,995,000	3 beds
Eccleston Mews, SWI	£1,950,000	2 beds
St. James's Terrace Mews, NW8	£1,900,000	3 beds
Cranley Mews, SW7	£1,850,000	3 beds
Kensington Park Mews, WII	£1,800,000	2 beds
Pembridge Mews, WII	£1,795,000	3 beds
Cresswell Place, SWIO	£1,750,000	2 beds
Murray Mews, NWI	£1,725,000	4 beds
Richmond Mews, WI	£1,650,000	I beds
Camden Mews, NWI	£1,595,000	3 beds
Wavel Mews, NW6	£1,500,000	3 beds
Cornwall Mews South, SW7	£1,350,000	2 beds
Hippodrome Mews, WII	£1,325,000	3 beds
Munro Mews, WIO	£1,275,000	4 beds
Stanhope Mews South, SW7	£1,225,000	I beds
Victoria Mews, NW6	£1,195,000	4 beds
Kings Terrace, NWI	£1,175,000	5 beds
West Mews, SWI	£1,175,000	2 beds
Cochrane Mews, NW8	£1,175,000	2 beds
Stanhope Mews West, SW7	£1,150,000	2 beds
St Pauls Mews, NWI	£1,100,000	3 beds
Brook Mews North, W2	£895,000	2 beds
Tottenham Mews, WI	£800,000	l beds
Royal Crescent Mews, WII	£779,000	l beds
Hansard Mews, WI4	£725,000	2 beds
Gloucester Mews, W2	£695,000	2 beds
Watson Mews, WIH	£675,000	I beds
Warwick Square Mews, SWI	£650,000	2 beds
Downbury Mews, SWI8	£600,000	3 beds
Cumberland Terrace Mews, NWI	£495,000	I beds
Langford Mews, SWII	£450,000	l beds
Barnard Mews, SWII	£450,000	I beds
Wadham Mews, SWI4	£390,000	l beds
Balmoral Mews, WI2	£275,000	I beds
Spencer Mews, W6	£260,000	l beds
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Long Let, 4 Bedrooms, I Reception Room, 3 Bathrooms, Garage, Unfurnished.



















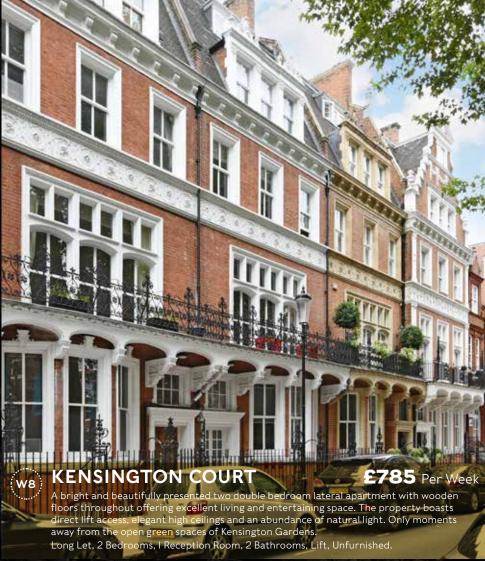
























Long Let, I Bedroom, I Bathroom, Flat, Detached, Patio, New, Furnished.

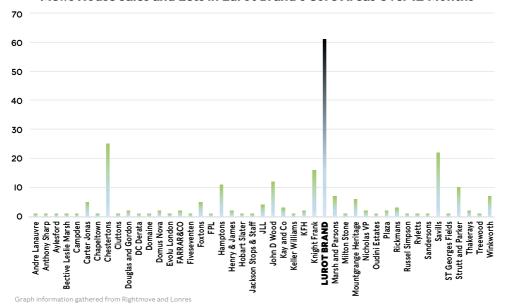






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Mews House Sales and Lets in Lurot Brand's Core Areas Over 12 Months



MEET THE TEAM



Isabella McKeeve Office Manager





Marlon Lloyd Malcolm Head of Sales



Antoine Lur Chairman



General Manager



Lynsey Schipper Head of Lettings



Melissa Stevenson Company Secretary



Deborah Battsek PR Consultant



Robert Silverton Accounts



Charlotte Embley Sales Negotiator



Charles Hamshai Sales Negotiator



Freddie Russell-Flint Sales Negotiator



Julia Arwas Lettings Renewals



Mollie Crowley Lettings Negotiator



Sophie Radcliffe Lettings Negotiator



Rebecca Head Letting Negotiator

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